

Message Text

UNCLASSIFIED

PAGE 01 ADANA 00318 041547Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W
-----041549Z 068265 /47

R 130715Z DEC 76
FM AMCONSUL ADANA
TO SECSTATE WASHDC 0000
INFO AMEMBASSY ANKARA
AMCONSUL ISTANBUL
AMCONSUL IZMIR

UNCLAS ADANA 318

E.O. 11652:NA
TAGS: BEXP, TU
SUBJECT: LICENSING OPPORTUNITY: SOLAR HEATING AND COOLING SYSTEMS
FOR COMMERCE

1. HERMAN SCHERLER, OWNER AND MANAGER OF ---KLIMA TEKNIK, TERSHANE
CADDESI, BUGULU SOKAK, UGURHAN 18/8, KARAKOY, ISTANBUL TURKEY ---
A FIRM WHICH BUILDS AND FABRICATES INDUSTRIAL HEATING AND COOLING
SYSTEMS, IS INTERESTED IN ACQUIRING TECHNOLOGY AND DESIGN LAYOUTS
FOR SOLAR HEATING OF SMALL APARTMENT BUILDINGS. TYPICAL BUILDINGS
HAVE HOT WATER CIRCULATING SYSTEMS, CAPACITY 600-1000 LITERS,
HEATED BY BOILERS WITH OUTPUT OF 200,000 KILO CALORIES PER HOUR.
IT IS FORESEEN THAT OIL BURNERS WOULD STILL BE AVAILABLE AS

PAGE 2 RUFLEPA3231 UNCLAS
ALTERNATE ENERGY SOURCE.

2. BUILDINGS WOULD BE CONSTRUCTED IN MEDITERRANEAN COAST REGION
OF TURKEY, AN AREA THAT ENJOYS VERY HIGH DEGREE OF ANNUAL SUNLIGHT,
NOT UNLIKE ISRAEL. SOLAR SYSTEM INSTALLED WOULD IDEALLY HAVE
APPLICATIONS FOR COOLING IN SUMMER. "KLIMA TEKNIK" IN COORDINATION
WITH FOREIGN TRADE FIRM ISAC SALTI OF ISTANBUL WOULD BE PREPARED TO
HANDLE REPRESENTATION OF US FIRMS EXPORTING COMPONENTS FOR SOLAR
SYSTEM. FIRM HAS STRONG LOCAL REPUTATION IN VENTILATION AND CLIMATE
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CONTROL FIELD AND HAS RECEIVED MAJOR INDUSTRIAL CONTRACTS.
RECOMMENDED AS TRADE CONTACT.
VON DEN STEINEN

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